

PROSPER PORTLAND

Portland, Oregon

RESOLUTION NO. 7418

**AUTHORIZING A GRANT TO GREATER PORTLAND INC. FOR FISCAL YEAR
2021-22**

WHEREAS, Greater Portland Inc (“GPI”) is an Oregon non-profit corporation organized to work in partnership with regional governments and private entities to assist economic development by nurturing and recruiting businesses that bolster the regional economy and promote long-term job growth;

WHEREAS, Prosper Portland has successfully worked in partnership with GPI in the past on regional business development projects, and has provided grant funding to GPI since fiscal year (“FY”) 2011-12 in the total amount of \$686,500; and

WHEREAS, Prosper Portland desires to again provide a grant to GPI for FY 2021-22 in an amount not to exceed \$70,000 for strategic business recruitment, regional branding and marketing, and coordination of the Greater Portland Export Plan (“Grant Purposes”) as more fully set out in the Grant Agreement, which Grant Agreement may be renewed for two additional years in an amount to be negotiated by the Parties but not to exceed \$75,000 per year.

NOW, THEREFORE, BE IT RESOLVED, that the Executive Director is hereby authorized to enter into a Grant Agreement with GPI, substantially in the form of Exhibit A attached hereto (“Grant Agreement”), to provide funding in amounts to be negotiated by the Parties but not to exceed \$70,000 for FY 2021-22 and \$75,000 per year for FY 2022-23, and FY 2023-24;

BE IT FURTHER RESOLVED, that the Executive Director may approve changes to the Grant Agreement if in consultation with the General Counsel such modifications do not materially change Prosper Portland’s obligations or risks but do not exceed the dollar limitations set forth herein; and

BE IT FURTHER RESOLVED, that this resolution shall become effective immediately upon its adoption.

Adopted by the Prosper Portland Commission on June 9, 2021



Pam Feigenbutz, Recording Secretary

Grant No. _____

\$70,000.00

GRANT AGREEMENT

This Grant Agreement (“**Grant Agreement**”) dated as of June __, 2021 (the “**Effective Date**”), is entered into by and between **GREATER PORTLAND INC.**, an Oregon non-profit corporation (“**Grantee**”), and the CITY OF PORTLAND, a municipal corporation of the State of Oregon, acting by and through the PORTLAND DEVELOPMENT COMMISSION doing business as **PROSPER PORTLAND** (“**Grantor**” or “**Prosper Portland**”).

RECITALS

- A. Grantee operates the Portland region’s public-private economic development initiative.
- B. Prosper Portland desires to assist Grantee undertaking certain job retention and creation activities, including without limitation supporting physical development in targeted areas, to increase Portland’s competitiveness as a global center of jobs, innovation and sustainability (as set forth in **Exhibit A** hereto, (the “**SOW**” or “**Project**”).
- C. Grantee has requested financial assistance from Grantor to aid and support its implementation of the Project.
- D. The goals and objectives of the Project are consistent with and will further the implementation of Grantor’s five-year Strategic Plan and, accordingly, Grantor is willing to provide financial assistance to Grantee for the Project.
- E. Grantor and Grantee now desire to enter into this Grant Agreement to specify the amount and terms and conditions of Grantor’s financial assistance to Grantee for the Project for FY 2021-2022, and to authorize the parties to amend this agreement for up to two additional fiscal year periods in the amounts and subject to the limitations set forth herein.

AGREEMENT

ARTICLE 1 GRANT GENERALLY

Section 1.1 **Grant Amount.** On the terms and conditions of this Grant Agreement, Grantor agrees to make a grant to Grantee in an amount not to exceed SEVENTY THOUSAND DOLLARS (\$70,000) which may only be expended by Grantee in FY 2021-2022 as set forth within the line item limits in Exhibit B hereto (the “**Budget**”) to assist Grantee in implementing the Project; provided, however, that Grantee may transfer funds from one Budget line item to another so long as no line item is changed by more than 10 percent.

Section 1.2 **Disbursement of Grant Proceeds.** Grantor shall disburse the Grant proceeds to Grantee in a single disbursement relating to the Project prior to July 1, 2022, subject to Grantor’s receipt

of a timely request therefor in form and substance satisfactory to Grantor, and Grantee’s compliance with the terms of this Grant Agreement.

Section 1.3 **Term/ Renewal.** This Grant Agreement is for a one- year term for FY 2021-2022 (“Term”). By mutual written agreement of the Parties, this Grant Agreement may be amended for up to two additional one-year periods, for FY 2022-2023 and FY 2023-2024, each of which shall be considered a new Term, in an annual Grant amount as agreed to by the Parties but not to exceed Seventy Five Thousand Dollars (\$75,000) per fiscal year. Each amendment renewing the Grant Agreement for a new fiscal year shall include a new Scope of Work and Budget as agreed to by the Parties.

ARTICLE 2 GRANTEE'S REPRESENTATIONS AND WARRANTIES

Grantee represents and warrants to Grantor as follows:

Section 2.1 **Existence and Power; Authority.** Grantee is a non-profit corporation duly organized, validly existing and in good standing under the laws of the State of Oregon. Grantee has (a) full power and authority to carry on its business as now being conducted and as Grantee contemplates it to be conducted with respect to the Project, and (b) full power, authority, and legal right to execute and deliver this Grant Agreement and all other agreements, documents and instruments contemplated hereby or thereby (collectively, the “**Grant Documents**”) and to incur and perform its obligations hereunder and thereunder. The execution and performance by Grantee of this Grant Agreement and any other Grant Documents have been duly authorized by all necessary action of Grantee. This Grant Agreement and any other Grant Documents have been duly executed by Grantee and will constitute legal, valid and binding obligations of Grantee, enforceable in accordance with their terms subject to the laws of bankruptcy, insolvency, or other similar laws affecting the enforcement of creditors’ rights generally.

Section 2.2 **No Violations or Default.** Grantee is not in default under or in violation of any indenture or agreement to which it is a party or by which it is bound, or any order, regulation, ruling, or requirement of a court or other public body or authority. No creditor has given Grantee notice or threatened to give it any notice of default under any material agreement. No event has occurred and is continuing, and no condition exists with respect to Grantee or the Project that would constitute an Event of Default or an event which, with the lapse of time or the giving of notice, or both, would become an Event of Default.

Section 2.3 **Litigation.** No action, suit or proceeding (and to Grantee’s knowledge, no investigation) is pending against Grantee or with respect to the Project before any court or administrative agency, (a) the outcome of which, by itself or taken together with other such litigation, would be reasonably expected to have a material adverse effect on the business, assets, operations, or financial condition of Grantee, the Project or the power of Grantee to complete the Project or (b) which purports to affect the legality, enforceability, or validity of any Grant Document.

Section 2.4 **Compliance with Laws.** Grantee is in material compliance with all federal, state and local laws, rules, regulations, ordinances and orders applicable to it, the Project, and the completion thereof, including, without limitation, all applicable health, safety, environmental, zoning and Tax Increment Financing (ORS 457) legal requirements.

ARTICLE 3 AFFIRMATIVE COVENANTS

Until completion of the Project or as otherwise indicated, Grantee covenants and agrees as follows:

Section 3.1 **Licenses; Maintenance of Business.** Grantee will remain a non-profit corporation validly existing under the laws of Oregon and will keep in force all licenses and permits necessary to the proper conduct of its business and the completion of the Project including, but not limited to, a City of Portland business license and certification as an Equal Employment Opportunity employer as required by Portland City Code 7.02.300 and 3.100, respectively.

Section 3.2 **Completion of Project and Performance of Obligations.** Grantee will comply with all the requirements of the Grant Documents, including but not limited to, those set forth in Exhibit A. Except to the extent a later date for a portion of the Project is set forth in Exhibit A, Grantee shall complete the Project no later than June 30, 2022 (the “**Project Completion Deadline**”) and Grantor is not obligated to reimburse any Project costs incurred after this date. Promptly after the Project Completion Deadline or any termination of this Grant Agreement, Grantee shall repay to Grantor any Grant funds remaining in Grantee’s possession that are not needed to cover allowable Project costs incurred prior to the Project Completion Deadline or the termination of this Grant Agreement. The foregoing repayment obligation shall survive any termination of this Grant Agreement.

Section 3.3 **Other Obligations.** Grantee will pay and discharge before the same shall become delinquent all indebtedness, taxes, and other obligations for which it is liable or to which its income or property is subject and all claims for labor and materials or supplies except any thereof whose validity or amount is being contested in good faith by Grantee in appropriate proceedings with adequate provision having been made in accordance with generally accepted accounting principles for the payment thereof if the contest is determined adversely to Grantee.

Section 3.4 **Indemnity.** Grantee shall indemnify and hold Grantor, its officers, employees and agents harmless from and against any and all liabilities, claims, losses, damages, or expenses (including attorney fees and expenses) which any of them may suffer or incur in connection with (a) the inaccuracy of any of the representations and warranties made by Grantee in any Grant Documents, (b) any transaction contemplated by this Grant Agreement or any other Grant Document or (c) the actions or inactions of Grantee, or its employees, agents or contractors, related to the Project, other than claims, losses, damages, or expenses that arise solely from the gross negligence or willful misconduct of Grantor. This Section 3.4 shall survive completion of the Project and any termination of this Grant Agreement.

Section 3.5 **Records and Inspection.** Grantee shall keep proper books of account and records on all activities associated with the Grant, including but not limited to, books of account and records on the expenditure of all Grant proceeds in accordance with generally accepted accounting principles. Grantee shall retain such books of account and records until the later of three years after the Project Completion Deadline or the date that all disputes, if any, arising under this Grant Agreement or any other Grant Documents have been resolved. Grantee will permit Grantor and/or its duly authorized representatives to inspect, review and make excerpts and transcripts of its books of account and records with respect to the receipt and disbursement of funds received from Grantor. Access to these records is not limited to the required retention period. The authorized representatives shall have access to the records at any reasonable time for as long as the records are maintained. This Section 3.5 shall survive completion of the Project and any termination of this Grant Agreement.

Section 3.6 **Audits.** Grantor, either directly or through a designated representative, may conduct financial and performance audits of the use of Grant proceeds and the implementation of the Project at any time during Project implementation and during the three-year period after the Project Completion Deadline. Audits will be conducted in accordance with generally accepted auditing standards as promulgated in *Government Auditing Standards* by the Comptroller General of the United States General Accounting Office. In the event of such audit, Grantee agrees to provide the designated auditor with reasonable access to Grantee’s employees and make all such financial, performance and compliance records available to the auditor. If an audit finds that payments to Grantee exceed the amount to which Grantee was entitled, then Grantee shall repay any such excess amount to Grantor. This Section 3.6 shall survive completion of the Project and any termination of this Grant Agreement.

Section 3.7 **Insurance.** Grantee shall carry, at a minimum, insurance coverage in the amounts set forth below:

(a) **Workers' Compensation Insurance** in compliance with ORS 656.017, which requires subject employers to provide workers' compensation coverage for their subject workers. This coverage is required of grantees with one or more employees, unless exempt under ORS 656.027.

(b) **General Liability** insurance with a combined single limit of not less than **\$1,000,000**, on an occurrence basis, for bodily injury and property damage. This type of insurance shall provide contractual liability coverage for the indemnification required under this Grant Agreement. Additionally, “**The Portland Development Commission, the City of Portland and each of their respective officers, agents and employees**” must be named as Additional Insured with respect to Grantee’s Project activities under this Grant Agreement.

(c) **Automobile Liability** insurance with a combined single limit of not less than **\$500,000** per occurrence, for bodily injury and property damage, including coverage for owned, hired, or non-owned vehicles, as applicable.

Prior to execution of this Agreement, Grantee must provide Grantor with certificates of insurance. The certificate(s) should be sent to the attention of Daniel Spero at Grantor’s offices. Insuring companies or entities are subject to Grantor’s acceptance and must be licensed to provide insurance in the state of Oregon. Grantee’s insurance shall be primary insurance, and any commercial insurance or self-insurance maintained by the City of Portland and/or Grantor shall not contribute to it. This Section 3.7 shall survive completion of the Project until the Project Completion deadline.

Section 3.8 **Recycled Products.** To the maximum extent economically feasible, Grantee shall use good faith efforts to use recycled products in connection with its implementation of the Project.

Section 3.9 **Reporting Requirements** Grantee shall prepare and submit to Grantor no later than August 30, 2022 a written report on the Project that describes Project work completed that took place from July 1, 2021 to June 30, 2022 and provides information on the Project metrics as set forth in Exhibit A, hereto.

ARTICLE 4 EVENTS OF DEFAULT

Any of the following shall constitute an Event of Default under this Grant Agreement:

Section 4.1 Failure to Pay General Debts When Due. Grantee (i) applies for or consents to the appointment of, or the taking of possession by, a receiver, custodian, trustee, or liquidator of itself or of all or a substantial part of its property, (ii) admits in writing its inability to pay, or generally is not paying, its debts as they become due, (iii) makes a general assignment for the benefit of creditors, (iv) commences a voluntary action under the United States Bankruptcy Code (as now or hereafter in effect), (v) is adjudicated a bankrupt or insolvent; (vi) files a petition seeking to take advantage of any other law relating to bankruptcy, insolvency, reorganization, winding up, or composition or adjustment of debts, (vii) fails to controvert in a timely or appropriate manner, or acquiesces or consents in writing to, any petition filed against it, in an involuntary action under the United States Bankruptcy Code (as now or hereafter in effect), or (viii) takes any action for the purpose of effecting any of the foregoing.

A proceeding or case is commenced against Grantee, without its consent, in any court of competent jurisdiction, seeking (i) the liquidation, reorganization, dissolution, windup, or composition or readjustment of the debts of Grantee, (ii) a receiver, trustee, custodian, liquidator, or the like is appointed for Grantee or for all or a substantial part of its assets, or (iii) relief is granted to Grantee under any law relating to bankruptcy, insolvency, reorganization, winding up, or composition or adjustment of debts, and such proceeding or case continues undismissed, or (iv) an order, judgment, or decree approving or ordering any of the foregoing is entered and continues unstayed and in effect for any period of 60 days, or an order for relief against Grantee is entered in an involuntary case under the United States Bankruptcy Code (as now or hereafter in effect).

Section 4.2 Failure to Disclose Material Facts. Grantee fails to disclose any fact material to the making of the Grant, or a disbursement, to Grantee, or upon discovery by Grantor of any misrepresentation by, on behalf of, or for the benefit of, Grantee.

Section 4.3 Failure to Pay Amounts Due. Grantee fails to pay any sum due under this Grant Agreement or any Grant Document within the time specified herein or therein.

Section 4.4 Failure to Comply with Other Obligations. Grantee fails to observe, perform, discharge or comply with any other covenant, agreement or obligation imposed on Grantee by this Grant Agreement or any Grant Document and such failure remains uncured 30 days after written notice thereof to Grantee.

ARTICLE 5 RIGHTS AND REMEDIES UPON EVENT OF DEFAULT

Upon the occurrence of an Event of Default and at any time thereafter, Grantor may, at its option, exercise any one or more of the following rights and remedies:

Section 5.1 Repayment. Grantor may declare the entire Grant (or so much thereof as has been disbursed to Grantee) and other charges payable by Grantee pursuant to this Grant Agreement or any Grant Document, to be immediately due and payable in full and, upon such declaration, Grantee shall immediately pay to Grantor the declared amount.

Section 5.2 Termination of Funding Obligation. Grantor may, by and effective upon written notice to Grantee, terminate Grantor's obligation to disburse additional Grant funds to Grantee.

Section 5.3 No Election Required. Grantor shall have any other right or remedy provided in this Grant Agreement or any Grant Document, or available at law, in equity, or otherwise in such order and manner as it may select.

Section 5.4 **Rights and Remedies Cumulative.** All rights and remedies described in this Article 5 are cumulative and in addition to any other remedy Grantor may have by agreement, at law, or in equity. Partial exercise of any right or remedy shall not limit or restrict Grantor's subsequent exercise of such right or remedy nor shall it restrict Grantor's contemporaneous or subsequent exercise of any other right or remedy.

Section 5.5 **No Waiver.** No failure on the part of Grantor to exercise, and no delay in exercising, any right, power, or privilege under this Grant Agreement or any Grant Document shall operate as a waiver of that right or any other right. No modification or waiver of any provision of this Grant Agreement or any Grant Document shall be effective unless in writing, and then only in specific instance and for the purpose given. No notice or demand on Grantee shall entitle Grantee to any other notice or demand in other similar circumstances.

Section 5.6 **Payment of Costs of Collection.** In case of an Event of Default or an event which, with the lapse of time or the giving of notice, or both, would become an Event of Default, or in case litigation is commenced to enforce or construe any term of this Grant Agreement or any Grant Document, the losing party will pay to the prevailing party such amounts as shall be sufficient to cover the cost and expense of collection or enforcement, including, without limitation, reasonable attorney fees and costs prior to and at any arbitration proceeding or at trial, on appeal, or in any bankruptcy proceeding.

ARTICLE 6 MISCELLANEOUS

Section 6.1 **Counterparts.** This Grant Agreement may be executed in any number of counterparts, and any single counterpart or set of counterparts signed, in either case, by all the parties hereto shall constitute a full and original instrument, but all of which shall together constitute one and the same instrument.

Section 6.2 **Survival.** All agreements, representations, and warranties shall survive the execution and delivery of this Grant Agreement, any investigation at any time made by Grantor or on its behalf and the making of the Grant.

Section 6.3 **Notice.** Any notice required or permitted under this Grant Agreement shall be in writing and shall be deemed effective (1) when actually delivered in person, (2) one business day after deposit with a commercial courier service for "next day" delivery, (3) two business days after having been deposited in the United States mail as certified or registered mail, or (4) when transmitted by facsimile (answer back or receipt confirmed), addressed to the parties as follows:

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| If to Grantee: | Greater Portland, Inc. Attn: Monique Claiborne 111 SW Columbia Street, Suite 1170 Portland, Oregon 97204 Telephone: (503) 445-8065, ext. 101 Facsimile: (503) 445-8071 |
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| If to Grantor: | Prosper Portland Attn: Kimberly Branam 222 NW Fifth Avenue Portland, OR 97209 |
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Telephone: (503) 823-3428

Section 6.4 **Successors and Assigns.** Grantee may not assign this Grant Agreement, in whole or in part, without the prior written consent of Grantor. This Grant Agreement shall be binding upon and shall inure to the benefit of the parties and their respective permitted successors and assigns.

Section 6.5 **Subgrants.** Grantee may not subgrant any portion of the Grant without the prior written consent of Grantor. Notwithstanding an approved subgrant, Grantee shall remain fully responsible for the proper use of all Grant proceeds according to the terms of this Grant Agreement and for completion of the Project by the Project Completion Deadline. In the event a subgrant is approved by Grantor, Grantee shall enter into a written agreement with each permitted subgrantee that describes the permitted use of the subgranted funds and requires the subgrantee to comply with this Grant Agreement, including but not limited to, the record keeping and reporting requirements set forth in Section 3.5 hereof, as necessary to permit Grantee to satisfy its recording keeping and reporting requirements under this Grant Agreement, and the audit requirements of Section 3.6.

Section 6.6 **Governing Law, Jurisdiction, Venue.** This Grant Agreement and any other Grant Documents shall be governed by and construed in accordance with the laws of the State of Oregon. Any legal action regarding this Grant Agreement or any other Grant Documents must be brought and conducted in the federal or state court, as appropriate, serving Multnomah County, Oregon, and the parties hereby consent to the jurisdiction and venue of such courts.

Section 6.7 **Modification; Prior Grant Agreements; Headings.** This Grant Agreement may not be modified or amended except by an instrument in writing signed by Grantee and Grantor. This Grant Agreement taken together with any other Grant Documents reflect and set forth the entire agreement and understanding of the parties with respect to the subject matter hereof, and supersede all prior agreements and understandings relating to such subject matter. The headings in this Grant Agreement are for the purpose of reference only and shall not limit or otherwise affect any of the terms hereof.

Section 6.8 **Validity; Severability.** If any provision of this Grant Agreement is held to be invalid, such event shall not affect, in any respect whatsoever, the validity of the remainder of this Grant Agreement and the remainder shall be construed without the invalid provision so as to carry out the intent of the parties to the extent possible without the invalid provision.

Section 6.9 **Exhibits.** The exhibits to this Grant Agreement are, by this reference, incorporated into and deemed a part of this Grant Agreement as if they were fully set forth in the text hereof.

Section 6.10 **Time of Essence.** Time is of the essence of this Grant Agreement and all Grant Documents.

Section 6.11 **Relationship of the Parties.** Nothing contained in this Grant Agreement or any acts of the parties hereto shall be deemed or construed to create the relationship of principal and agent, or of partnership, or of joint venture or of any other association other than that of independent contracting parties.

Section 6.12 **No Third Party Beneficiary Rights.** No person not a party to this Grant Agreement is an intended beneficiary of this Agreement, and no person not a party to this Grant Agreement shall have any right to enforce any term of this Agreement.

Section 6.13 **Public Record/City Audit.** Grantee understands and acknowledges that Grantor is a public entity subject to Oregon’s public records laws (ORS 192.311 – 192.478) and this Grant Agreement and related documents are subject to audit by the office of the City Auditor, public records disclosure, and applicable public ethics laws.

[signature page follows]

IN WITNESS WHEREOF, the parties hereto have caused this Grant Agreement to be executed by their duly authorized representatives effective as of the date first above written.

GRANTOR:

GRANTEE:

PROSPER PORTLAND

GREATER PORTLAND INC, an Oregon non-profit corporation

By: _____
Kimberly Branam, Executive Director

By: _____

Name: _____

APPROVED AS TO FORM:

Title: _____

By: _____
Prosper Portland Legal Counsel

EXHIBIT A

to
Grant Agreement Between Prosper Portland and Greater Portland Inc Greater Portland Inc Scope of Work with Prosper Portland related to
FY 2021-22 Project

In alignment with Prosper Portland’s five-year Strategic Plan and GPI’s 2020 Work Plans, the following scope will be completed.

| Prosper Portland Strategic Plan Objective | GPI Action | Metric | Supporting Documentation (if any) |
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| <p>1. Create healthy, complete neighborhoods throughout Portland. // 1.2</p> <p>2. Create access to high quality employment for Portland residents. // 2.1, 2.2, 2.3</p> <p>3. Foster wealth creation within communities of color and low-income neighborhoods. // 3.1</p> <p>4. Form 21st century civic networks, institutions, and partnerships. // 4.1, 4.2, 4.4</p> | <p>GPI Action</p> <p>GREATER PORTLAND COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY</p> <p>Action #1: Develop and adopt an EDA-supported a five-year Comprehensive Economic Development Strategy (CEDS) that can support Prosper Portland strategic planning efforts.</p> <p>Implement the EDA-supported Greater Portland Economic Recovery Plan to help the region recover from the COVID-19 pandemic stronger, more resilient, and more equitable with an urgent focus on building opportunities for Black, Indigenous, and People of Color (BIPOC) and their businesses, as they have been hit hardest.</p> <p>Action #2: Greater Portland Economic Development District (GPEDD) continues to function as regional</p> | <p>Metric #1a: Engage Portland-based industry and community partners in collaboration with Prosper Portland staff.</p> <p>Metric #1b: GPI has an FTE dedicated to management of recovery plan and CEDS work.</p> | <p>Advance implementation of the regional recovery plan</p> <p>Finalize and adopt CEDS</p> <p>Begin implementation of 5-year CEDS</p> <p>Prioritize activities that advance a social and racial equity agenda for regional economic development.</p> |
| | <p>Action #2: Greater Portland Economic Development District (GPEDD) continues to function as regional</p> | <p>Metric #2: Continue applying equity lens to GPI programs and recovery activities.</p> | <p>Reporting on business demographics, formal scoring criteria etc. from GPI programs and initiatives.</p> |

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| | <p>coordinator and evaluator for grant proposals to federal agencies.</p> | | |
| | <p>Action #3: Conduct economic research and analysis to monitor regional competitiveness.</p> <p>Monitor policies that affect Oregon and Washington’s business climate.</p> | <p>Metric #3: Dashboard tracking competitiveness against other metro peer regions.</p> | |
| | <p>Action #4: Execute strategy to secure investment in physical development in the River District (particularly the Broadway Corridor) and Central Eastside (particularly the ODOT Blocks)(each a “URA”).</p> <p>Prosper Portland/GPI Alignment: Develop and execute strategy for recruiting businesses that share Prosper Portland’s equity values. Conduct direct outreach in collaboration with Prosper Portland’s B&I Team as necessary.</p> <p>Ensure that national site selectors and key investment targets are aware of Prosper Portland’s major redevelopment projects the in the River District (particularly the Broadway Corridor), Central Eastside (particularly the ODOT Blocks) and Airport Way URAs. When Prosper Portland provides eligible sites and investment information by the project/site selection request deadline, GPI will include this content in the site-selection response.</p> | <p>Metric #4a: Target minimum of 36 new prospects and assist in the recruitment of 171-369 jobs through physical development in the River District and Central Eastside and Airport Way URAs by 06/30/2022. Focus efforts on pipeline rebuilding.</p> <p>Metric #4b: Execute a minimum of 8-10 sales missions (may be virtual as a substitute for in-person in light of COVID-19) by 06/30/2022.</p> <p>Metric #4c: Deliver meaningful assists (i.e. instances where GPI provides assistance through, among other things, research / data analysis, market intelligence, requested help with company visits, and engagement on Prosper Portland panels), to</p> | <p>Business development activity reports (including pipeline).</p> <p>Maintain documentation (e.g. Prosper Portland’s RFP responses and marketing material) demonstrating that GPI activities are promoting physical development in the River District (particularly the Broadway Corridor), Central Eastside (particularly the ODOT Blocks) and Airport Way URAs.</p> <p>For those projects that move into URAs, track capital investment when this information is available to GPI.</p> <p>GPI Dashboard (to be shared monthly with Prosper Portland).</p> |

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| | <p>Promote financial programs for physical development offered through Prosper Portland when marketing the Portland metro area. When relevant financial programs are provided to GPI by Prosper by the site selection request deadline, GPI will include these programs in site selection response to inbound prospects.</p> <p>Examine ways to promote traded sector investment in physical development in the River District (particularly the Broadway Corridor), Central Eastside (particularly the ODOT Blocks) and Airport Way URAs. Augment role and reputation as region's go-to team for national site selectors by demonstrating market expertise and effective project management capabilities.</p> <p>Continue building local and national brokerage and multiplier networks. Position GPI as trusted partner for economic development projects.</p> <p>Pursue connections to companies and decision makers via market opportunities, industry events and through direct marketing.</p> <p>Leverage trade shows and events (including virtual) to showcase Greater Portland, identify leads and prospects and stay informed of current trends.</p> <p>Business development conducted with intent to promote physical development focused in the River District (particularly the Broadway Corridor), Central Eastside (particularly the ODOT Blocks) and Airport</p> | <p>communities by making business cases for existing companies to promote physical development in the River District, Central Eastside and Airport Way URAs and locations in the City of Portland. Upon request, provide Prosper Portland staff with custom research and creation of impact models for physical development efforts.</p> <p>Metric #4d: Execute call campaign strategically targeting companies with a high likelihood for expansion, based on extensive internal research, that align with key traded sector clusters.</p> <p>Metric #4e: Provide an annual report to update status for the stated metrics by 8/30/2022 for the fiscal year that ends on 6/30/2022.</p> <p>Metric #4f Participate in Prosper Portland-led task force/teams to examine ways to promote traded sector investment in East Portland.</p> | <p>Metric #4c: documentation of type and number of assists</p> |
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| | <p>Way URAs, by encouraging investment in the development, redevelopment, rehabilitation, and adaptive reuse of urban land aligned to the following non-housing URA Plan objectives.</p> <p>For the Airport Way URA the goal is for the Area to be developed and redeveloped by private sector initiative and in the process of such development and redevelopment produce job generating industries and businesses and increase property values.</p> <p>For the Central Eastside URA the primary goal is to improve the condition and appearance of the Area, eliminate blight and blighting influences, to expand and improve public facilities and to stimulate private investment and economic growth with a particular focus on the ODOT blocks.</p> <p>For the River District URA the primary goal is to encourage investment in the physical development, rehabilitation, and adaptive reuse of urban land and building for employment opportunities, and promote the development of commercial uses that create jobs maximizing the potential of a dense population and transit improvements within the area.</p> | | |
| | <p>Action #5: Execute regional export & foreign direct investment plan. Convene regional partners to advance Greater Portland Global strategy</p> | <p>Metric #5a: Execute marketing in a minimum of 2 FDI events (includes virtual events).</p> <p>Metric #5b:</p> | |

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| | <p>Use federal resources through Select USA investment programs, events and networks.</p> <p>Evaluate and/or support contractor models at the state and/or regional level.</p> <p>In collaboration with Prosper Portland's B&I Team, develop and execute a global headquarter calling campaign (ideally in conjunction with existing trade missions) for anchor companies in Prosper Portland's key traded sector clusters.</p> <p>Leverage country-specific resources and collaborate with partner organizations around marketing and media outreach to amplify awareness of Greater Portland.</p> <p>Identify and apply best practices from other Global Cities metros to build regional role in helping existing companies grow through export activity.</p> | <p>Amplify awareness of Greater Portland to state and regional contractors.</p> | |
| <p>2. Create access to high quality employment for Portland residents. // 2.2</p> | <p>MARKETING & COMMUNICATIONS</p> <p>Action #6: Market directly to companies and site selectors. Directly market development in the River District (particularly the Broadway Corridor), Central Eastside (particularly the ODOT Blocks) and Airport Way URAs.</p> <p>Create and send quarterly email marketing campaigns to qualified leads: c-level executives, site selectors and decision makers that GPI's</p> | <p>Metric #6a Target minimum of 4,250 marketing recruitment contacts by 6/30/2022er for the Greater Portland region.</p> <p>Metric #6b: Develop and maintain printable regional-level marketing materials for Prosper Portland's four traded sector clusters, in relation to promoting physical development in the River District, Central Eastside and Airport Way URAs, and updating these at least annually. Update Greater</p> | <p>GPI Dashboard (to be shared monthly with Prosper Portland).</p> <p>Maintain documentation (e.g. Prosper Portland's RFP responses and marketing material) demonstrating that GPI activities are promoting physical development in the River District (particularly the Broadway Corridor), Central Eastside (particularly the</p> |

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| | <p>business development team has met with during sales missions.</p> <p>Ensure that relevant materials include information on Prosper Portland's Urban Renewal Area (URA) resources, and promote physical development in these areas.</p> <p>Prosper Portland/GPI Alignment:</p> <p>When information is furnished by Prosper Portland to GPI, include that information in relevant marketing materials on Prosper Portland's URA resources, and promote physical development in these areas.</p> | <p>Portland Inc. website to promote these printable materials.</p> | <p>ODOT Blocks) and Airport Way URAs.</p> <p>For those projects that move into URAs, track capital investment when this information is available to GPI.</p> <p>Maintain and compile Prosper Portland submitted responses to RFPs.</p> |
| <p>4. Form 21st century civic networks, institutions, and partnerships. // 4.1</p> | <p>Action #7:</p> <p>Expand GPI's PR reach locally, nationally & internationally.</p> <p>Possible pitch examples include: work GPI and our partners are doing, unique assets of the Greater Portland region or project wins that have occurred.</p> <p>Leverage partner/investor expertise and create co-authored bylines or op-eds.</p> <p>BUSINESS & MARKET RESEARCH</p> <p>Maintain a repository of community assets and data to ensure that marketing materials and other key information are current and easily accessible.</p> | <p>Metric #7:</p> <p>Secure 53M impressions through national and international earned media placements.</p> | |
| <p>4. Form 21st century civic networks, institutions, and partnerships. // 4.1</p> | | | <p>GPI Dashboard (to be shared monthly with Prosper Portland)</p> |

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|--|--|--|---|--|
| | | <p>Support regional collaboration around development of industry clusters and recovery strategy with an emphasis on equity.</p> <p>Explore emerging growth clusters.</p> <p>Conduct economic research & analysis to monitor regional competitiveness.</p> <p>Monitor policies that affect Oregon and Washington's business climate.</p> <p>Track competitiveness trends among national and international peer regions.</p> | | |
| | | <p>Action #8: Ensure that Roles & Responsibilities between Prosper Portland, GPI, and other partners are consistently followed and understood.</p> | <p>Metric #8: Meet annually with B&I team staff to discuss Roles & Responsibilities between GPI and Prosper Portland by June 30, 2022.</p> | |

EXHIBIT B

to

**Grant Agreement Between Prosper Portland and Greater Portland Inc
Greater Portland Inc Scope of Work with Prosper Portland related to FY 2021-22 Project**

GPI Grant Budget FY 21-22

Personnel \$65,000

Materials & Services \$5,000

Total \$70,000



**PROSPER
PORTLAND**
Building an Equitable Economy

RESOLUTION NO. 7418

RESOLUTION TITLE:

AUTHORIZING A GRANT TO GREATER PORTLAND INC. FOR FISCAL YEAR 2021-22

Adopted by the Prosper Portland Commission on June 9, 2021

| PRESENT FOR VOTE | COMMISSIONERS | VOTE | | |
|-------------------------------------|---------------------------------------|-------------------------------------|--------------------------|--------------------------|
| | | Yea | Nay | Abstain |
| <input checked="" type="checkbox"/> | Chair Gustavo J. Cruz, Jr. | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <input type="checkbox"/> | Commissioner Francesca Gambetti | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <input checked="" type="checkbox"/> | Commissioner Peter Platt | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <input type="checkbox"/> | Commissioner Serena Stoudamire Wesley | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <input checked="" type="checkbox"/> | Commissioner William Myers | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Consent Agenda Regular Agenda

CERTIFICATION

The undersigned hereby certifies that:

The attached resolution is a true and correct copy of the resolution as finally adopted at a Board Meeting of the Prosper Portland Commission and as duly recorded in the official minutes of the meeting.

Pam Feigenbutz, Recording Secretary

Date:

June 10, 2021